



CANNON BUILDING  
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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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<b>PUBLIC MEETING MINUTES:</b>	<b>Real Estate Education Committee –Subcommittee</b>
<b>MEETING DATE AND TIME:</b>	<b>Wednesday, September 29, 2010 at 2:00 p.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room B</b>
<b>MINUTES APPROVED</b>	10/28/2010

**MEMBERS PRESENT**

Tim Riale  
Tom Burns  
Shirley Kalvinski  
Gene Millman  
Bruce Plummer

**DIVISION STAFF**

Jessica Williams. Administrative Specialist II

**CALL TO ORDER**

Mr. Riale called the meeting to order at 2:04 p.m.

**Discussion Regarding Broker's Core Course**

Mr. Riale stated that the purpose of the meeting was to discuss the education courses that real estate brokers must take. The Subcommittee will work together to draft an updated format for the Broker's Licensing Course and the continuing education core courses to present to the DREC Education Committee and subsequently to the Real Estate Commission. Mr. Riale informed the Subcommittee that the Broker's Licensing Course and Core Course must include and have emphasis on Fair Housing and Ethics. Mr. Riale explained that the Commission is exploring three different levels of Broker licenses. The licensing will consist of the Broker of Record, the Broker Associate and the Broker Manager. This is in anticipation of revisiting the Broker Associate licensing request which previously failed approval.

Mr. Burns requested the number of licensed brokers in Delaware, which is 1,071 as well as the number of licenses that were issued 5 years ago, which was 452 compared to 39 licenses that were issued in 2010.

Ms. Kalvinski presented the Subcommittee with documents that were previously approved by the Commission. The Subcommittee reviewed the documents which consisted of the outline of the Broker of Record Course as well as the Broker's Core Course. Since the documents were out dated, Ms. Williams presented the Subcommittee with the updated outline of the Broker's Core Course for their review. The Subcommittee would like to discuss what needs to be updated with the Agency section of the Broker's Core Course at a future meeting.



The Subcommittee decided that the courses should be broken into modules, which would include the main module of Real Estate Concepts (which would include Agency with case studies) and Fair Housing (with case studies) and have other modules that students would be required to take, depending on the licensing type. The Subcommittee also decided that after each module, a test should be given in order to hold the students accountable. The Broker Manager and Broker of Record would be required to take the Real Estate Concepts module as well as additional continuing education courses that would be required. The additional modules would include: Ethics module, Contemporary Issues module, Rules and Regulations module, Inter-Brokerage module, and Broker Management and Supervisory Issues module. The Broker Associate would be required to take the Real Estate Concepts module, Ethics module and the Contemporary Issues module. The members agreed that they need to design courses so it relates to all aspects of students, for instance, visual learners.

**Other Business before the Subcommittee (For Discussion Only)**

There was no other business before the Subcommittee.

**Public Comment**

There was no public comment.

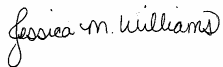
**Schedule Next Meeting**

The next meeting will be held on Thursday, October 28, 2010 at 1:00 p.m. in Conference Room B, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**Adjournment**

There being no further business, Mr. Riale made a motion, seconded by Mr. Plummer, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 4:37 p.m.

Respectfully submitted,



Jessica Williams  
Administrative Specialist II